

Exhibit 4b
2012 Exports by Company Type and Employment Size
to Number of Partner Countries

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,381,728	305,669	5.4	58.6	6.1	24.7	6.1	8.8	14.6	5.9	17.9	1.5	50.0	0.4
no. employees unknown(2)	122,101	119,543	28.0	75.1	18.8	18.0	10.5	4.4	20.3	2.1	17.4	0.4	5.0	0.0
1 to 19 employees	91,643	114,374	25.5	55.7	28.2	29.5	21.1	9.6	17.7	4.6	6.4	0.5	1.1	0.0
20 to 49 employees	49,389	32,010	9.3	41.0	16.4	30.6	17.7	14.8	31.9	11.3	21.7	2.2	2.9	0.1
50 to 99 employees	47,054	16,150	6.4	36.0	14.4	29.5	17.3	15.6	30.6	14.3	19.9	4.2	11.4	0.4
100 to 249 employees	83,445	12,085	3.4	31.5	8.2	26.6	11.1	16.1	40.1	18.1	30.2	6.6	7.0	1.1
250 to 499 employees	56,986	4,620	2.8	28.3	7.3	22.6	10.0	15.0	41.5	19.8	29.2	11.7	9.2	2.7
500 or more employees	931,110	6,887	0.5	25.1	1.0	19.6	2.2	12.1	7.9	16.4	17.0	15.0	71.5	11.8
Manufacturers	837,527	74,650	1.5	42.2	2.7	29.1	3.7	13.4	10.7	10.8	16.9	3.4	64.4	1.1
no. employees unknown(2)	38,378	17,032	14.0	59.8	10.2	24.7	9.7	8.8	25.9	5.4	32.4	1.2	7.8	0.1
1 to 19 employees	8,427	24,616	20.1	49.9	29.9	31.8	22.0	11.9	23.8	6.0	4.1	0.5	0.1	0.0
20 to 49 employees	12,630	13,965	12.1	36.1	20.6	32.7	26.9	16.0	30.2	12.7	9.9	2.4	0.4	0.1
50 to 99 employees	16,301	8,011	6.5	28.5	15.9	31.9	17.4	17.4	32.9	16.8	16.0	4.9	11.3	0.5
100 to 249 employees	41,073	6,236	3.8	20.0	8.8	28.3	12.3	19.3	47.0	22.4	18.4	8.4	9.7	1.6
250 to 499 employees	34,571	2,237	2.0	13.4	6.5	20.9	11.1	18.3	40.6	26.2	30.6	17.1	9.1	4.1
500 or more employees	686,146	2,553	0.1	6.4	0.7	12.5	1.5	12.6	5.2	21.9	15.6	24.3	76.9	22.3
Wholesalers	307,769	102,198	9.4	52.1	12.4	29.3	10.1	10.5	19.6	6.4	21.2	1.4	27.3	0.3
no. employees unknown(2)	39,589	34,866	32.6	68.7	28.4	22.9	11.2	5.4	(D)	2.5	9.1	0.4	(D)	0.0
1 to 19 employees	59,586	49,518	21.6	48.6	28.6	33.6	23.1	11.4	18.7	5.7	7.0	0.6	1.0	0.0
20 to 49 employees	28,328	9,782	6.0	32.8	12.9	32.3	13.7	18.2	32.8	13.5	30.5	3.0	4.1	0.2
50 to 99 employees	16,318	3,948	3.4	27.8	16.4	30.3	22.7	19.1	(D)	17.1	15.9	5.0	(D)	0.7
100 to 249 employees	33,344	2,432	1.1	25.0	5.1	26.6	9.4	18.0	33.4	20.5	47.2	8.6	3.7	1.2
250 to 499 employees	14,531	853	1.6	18.8	4.2	25.0	7.0	17.0	46.8	23.6	31.8	13.2	8.6	2.5
500 or more employees	116,072	799	0.3	9.6	1.1	15.0	0.9	10.3	10.0	23.4	22.3	24.9	65.5	16.8
Other companies (3)	236,432	128,821	13.8	73.4	9.8	18.5	9.3	4.9	21.9	2.6	17.0	0.5	28.3	0.1
no. employees unknown(2)	44,134	67,645	36.1	82.1	17.8	13.8	10.7	2.7	(D)	1.1	11.7	0.2	(D)	0.0
1 to 19 employees	23,630	40,240	37.4	68.0	26.7	23.2	15.6	6.1	13.0	2.5	5.6	0.2	1.8	0.0
20 to 49 employees	8,431	8,263	16.4	58.9	22.2	25.0	17.5	8.9	31.3	6.3	10.1	0.7	2.5	0.1
50 to 99 employees	14,434	4,191	9.7	58.1	10.3	24.0	11.2	8.9	(D)	7.0	28.7	1.9	(D)	0.1
100 to 249 employees	9,028	3,417	10.1	57.1	16.6	23.5	12.0	8.8	33.5	8.5	20.7	1.7	7.0	0.3
250 to 499 employees	7,884	1,530	8.1	55.5	16.9	23.6	10.4	9.0	35.3	8.4	18.6	2.8	10.7	0.7
500 or more employees	128,892	3,535	2.8	42.2	2.2	25.7	6.6	12.1	20.7	10.9	19.6	6.1	48.1	3.1

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies; and companies for which an industry could not be determined.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.